#### Ed Eyerman – V.P. Sales and Marketing

- Introduction
- Holly Street Village Apartments Old Pasadena Gold Line
- Westgate Pasadena Apartments and Condominiums
- Transit Oriented Developments and LEED or Green Building
- Where are we looking to build?
- Who are we marketing to?



**Holly Street Village Apartments** 



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**Westgate Pasadena Apartments and Condos** 



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#### TOD's and Green/LEED

Westgate Pasadena - Walking Distance

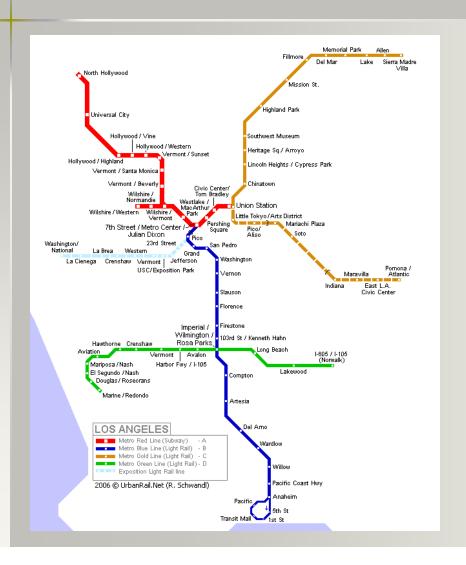


4 banks
2 bakeries
20+ clothing retailers
2 dry cleaners
2 gyms
2 grocery stores
10+ hair salons
3 mail centers
2 pet groomers
2 video stores

And well over 100 dining establishments

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#### Where are we looking to build?





#### Who are we renting/selling to?



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#### Americans discover charms of living near mass transit

By John Ritter, USA TODAY

LOS ANGELES — The last tring Ains: Theorer wanted was to jump from the thing pain into the fee, from the miclasses of Washington D.C., traffic to an even more guit-churring commute here. So Theather found an apartment in Passogna next to a light-real station. He terrees his outding, steps only a brain and walks into the development. A laffice 40 microses step:



Also Theorem, who rake in an open went above a tracks station in Poppdana, Calif. Boads home

Rob Rike, Jr., USA TÖDAY

Track a bit longer than driving but stress-free and cheaper — passing axes \$200 is sonth, but his firm responses for rail faves. I hasther and his ails. I fillarly, about her blocks to one of the region's bendiest shopping and entendament dark do — Old Pasadenia's Colorado Bosteward.

"We hated the commute in D.C. It was awful," says Thocher, 29, a lawyer with ProprestorbuseCoopers. "Now I get on the train and read the paper or du some work. From what I understand, all accord have in just a miserable commute."

He's got that right. Creater Los Angyles has some of the nation's nations congestion. Traffic on the Pasadero Friderick — That he's ruse if he divide — crawle at max hour. The siture looks worse because the region can't ade freezely capacity flat arounds to handle 6.3 which new residues expected by 2020, augment say.

But Tracher and many others are suprised to mark that driving is no longer the only option here. Since the 1980s, Los Angeles has quietly built a mass-bransit network — subway, commuter rail, aget rail, rapid bus — thefs allowly taking atrain of loads. Development around that retwork is taking off, New noveling near masse buts is in where demand by commuters like Tracher.

Shifting no using demographics are stooning inferrest around the USA in development near manse, according to a study for the Federal Transit Administration relocated and means. City living datums singles, aging buby bosons, indepties and young couples more than substant framies with Fids. And those groups are growing baser than substantials.

"Dubures want to remarks therefore around turned to capture that demographic, and urban communities are suddenly becoming decases a gain," says 140 KDBImir, the study's author and president of Recontracting America, a non-profit group focused on burnippidstan and carmining values.

Los Angeles limit allow: The study predicted that by 2025 nearly 15 million U.S. households will want to tent or buy near thores, double lodge's natther. Demand will be highest at regions that have extensible systems. — New York Gry. Boston. Chango — and those with large growing systems also los Angeles.

But many other oblins are converts. Portland, Ore, has been a leader in creating density around transit. San Diego is investing heavily next to real. Deriver a downtown redevelopment focuses on transit. The Mainti region at based agency's new https://www.htt

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